9.40/2: (3 1 79)

EXPORT BRIEFS

The following trade items have been gathered from Agricultural Attache and other government reports as a service to U.S. exporters of food and agricultural products. In supplying the trade leads the Department of Agriculture does not guarantee reliability of the overseas inquirer. Your best source for further information on these trade leads is the listed foreign firm originating the inquiry. You may also contact the Export Trade Services Division, FAS, (202) 447-7103.

F.A.S. Univ. of Florida

March 9, 1979

0364 Cattle (Bahrain). Large public company 20 percent owned by Bahrain government. It is importer and wholesaler of all sorts of foodstuffs including frozen products. Company is seeking contacts with suppliers of calves, , cows and oxen and indicates initial order between 1,500-2,000 head. Interested U.S. companies should telex prices and terms as promptly as possible. Contact: P. George, General Trading & Food Processing Company, P. O. Box 20202, Manama, Bahrain. Telex: 9165 TRAFCO BN. Phone: 243006.

0365 Canned foods, bakery products, dietetic and health foods (West Germany). Firm specializing in above products wishes exclusive agency or distributorship for canned fruits, fruit juices, nectars, concentrates, especially health foods, $100,000 annually; cookies, crackers, pretzels, including dietetic, $50,000 annually; health food preparations, including desserts and syrups, $50,000 annually; dietetic chocolate and cocoa products, $50,000 annually tree nuts, $50,000 annually; canned soups, $50,000 annually, flavoring extracts and syrups, $50,000 annually. Contact: Ms. India Hauschild, Hans Hauschild, Postfach 105043, A.D. Schleifmuehle 49, D-2800 Bremen 1, West Germany. Cable: SCANDIA, Bremen. Telex: 0245728. Phone: 0421/323122.

0366 Hides and skins (Spain). Firm operates as an agency for a wide variety of agricultural products; also interested in acting as agent for U.S. exporter of raw hides, skins and pelts. Requests quotations CIF port of Barcelona or Valencia, in containers. Contact: Luis Benet Roman, Director, Viuda De Casimiro Coco, Conde Almodovar, 4, Valencia 3, Spain. Cable: COCO, Spain. Telex: 62710. Phone: 96/3313390.

0367 Beef jerky, snacks (Japan). Interested in purchase and agency agreement for beef jerky; snacks, such as potato chips, corn chips, onion rings and similar kind of processed potato products, preferably new to market; and crackers, pretzels and biscuits. The firm is engaged in the manufacturing, distribution and importation of confectionery, including caramels, biscuits, cookies, candies, chocolates and chewing gum. The main outlets for its products are wholesalers, department stores and supermarkets. Bank ref: Hokkaido Takushoku Bank, Ltd., Nishi 3: Odori, Chuo-Ku, Sapporo 060, Japan. Contact: Tatsuo Furuya, President, Furuya Confectionery Co., Ltd., Higashi 11, Kita 6, Higashi-Ku, Sapporo 065, Japan. Phone: 011-711-7141.

0368-0369 Brahman heifers and bulls, stock horses, pasture seed (Indonesia). Indonesia tender for 1) 1,000 head of superior quality Brahman heifers approximate age 10-12 months by October 31, minimum 7/8th Brahman; 2) 30 head of purebred Brahman bulls, registered or eligible for registration, age 18-24 months by October 31; 3) 30 head superior quality stock horses, brood mares, 4 years old by October 31; 4) 8 head stock horses, stallions, same age as mares; 5) pasture seeds, legumes

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3257 kg and grass - 5,200 kg. Bids due 1200 Noon local time April 9. Contact the following for details: American Brahman Breeders Association, 1313 La Concha Lane, Houston, Texas 77054.

0370 Broilers, apples (Syria). Wants 200-500 mt of broilers per month, U.S. grade A, frozen, Islamic slaughter, weight range 800-1,400 g, individually packed in plastic bags without neck or giblets, each bag must show weight, date of slaughter, shelf life, in master container. Importing for own account. Also interested in eggs for the United Arab Emirates and broilers for Syria on agent basis for General Consumption Institution, 200 mt per month. Quote C&F Dubai, United Arab Emirates. Bank ref: Commercial Bank of Syria, Branch No. 6, Damascus. Contact: S. Ali-Adeeb, Arabian American Contracting & Trading Co., P. O. Box 5705, Damascus, Syria. Telex: 19183 ADAMCO SY. Phone: 772600 or 771200 DAMASCUS.

0371 Apples (Syria). Wants 2,000 mt of fresh apples, U.S. Choice/Fancy and/or U.S. No. 1 double red, red delicious, medium size, in 20 kilo cartons, as soon as possible. Importing for own account. Also interested in grapes and wants to contact grape shippers in time for 1979 season. Quote C&F Dubai (United Arab Emirates). Bank ref: Commercial Bank of Syria, Branch No. 6, Damascus. Contact: S. Ali-Adeeb, Arabian American Contracting & Trading Co., P. O. Box 5705, Damascus, Syria. Telex: 19183 ADAMCO SY. Phone: 772600 or 771200 DAMASCUS.

0372 Offals (Belgium). Interested in frozen meat offals: beef, veal, and pork (tongues, livers, and kidneys). 40 metric tons or more each month depending on prices. Packed in export cartons. Quote CIF Antwerp. Bank ref: Kredietbank. Contact: Messrs. Jean Van Hoop or Harry Laenens, P.V.B.A. Th. Van Hoop & Zoon, Gestelhoflei 17, B-2820 Bonheiden (Belgium). Telex: 23397. Phone: 015/20.24.33 or 20.24.32.

0373 Poultry joint venture (Nigeria). Has feasibility study done by State of Ogun for 20,000 layer poultry farm. He is currently operating a small farm and wishes to expand. He is looking for partners in a joint venture scheme or management firm that can help him implement this program. Contact: G. A. Olatunji, Olatunji and Sons, 52 Okepopo Street, Lagos, Nigeria, or Agricultural Attache, American Embassy, Lagos, Nigeria.

0374 Sunflower seed (Pakistan). Sunflower Products Company was recently established to provide sunflower seed, fertilizer and technical advice to farmers, purchase their products and distribute sunflower oil within Pakistan. The company now wishes to collaborate with some U.S. company primarily in developing hybrid sunflower lines for Pakistan conditions and to market throughout Asia. Presently the company produces the 894 line which has performed well under local conditions. Contact: Anwar Ali Chaudhary, General Manager, Sunflower Products, 26 Nicholson Rd., Lahore, Pakistan.

0375 Hatching eggs (Barbados). Wishes to import 100 cases of 30 dozen each per week of hatching eggs for broilers. Best quality, cardboard containers, delivery soonest. Buyer wants quotations from East Coast suppliers, CIF Bridgetown. Bank ref: Citibank N.A. Contact: Richard A. Williams, Barbados Hatcheries Ltd., Oldbury, St. Philip, Barbabos, W.I. Cable: BARHATCH. Phone: 36 210 or 36 549.

0376 Shrimp (Canada). Wishes up to 5,000 pounds per week of jumbo shrimp, fresh, chilled, institutional size cartons, delivery starting Spring 1979, price quotations Toronto. Bank ref: Upon request. Contact: Tom Sungaila, 2170 Sherobee Road, Suite 209, Mississauga, Ontario L5A 3P8, Canada. Phone: (416) 270-2018.

0377 Rice seed (Ecuador). Rice farm owner/operator requests C&F Guayaquil quotations for rice seed. Contact: J. Gabriel Massuh, President, Compania Agricola "Miraflores" S. En P.R., Casilla 462, Guayaquil, Ecuador. Cable: MASSUH. Phone: 512-753.

0380-0385 Raisins, prunes, dates, pulses, grapefruit and orange juice, canned fruit (England). Interested in exclusive agency agreement for dried fruits - raisins, prunes and dates; pulses; canned grapefruit and orange juice; canned fruit. Quantity - not less than full container loads. Grade A, B, & C. Packaging: dried fruits bulk and retail, pulses bulk sacks, fruits and juices retail and institutional. Quote all C&F or CIF. Bank ref: Barclay Bank Ltd. Contact: M. H. Lloyd, Carbutt & Co (1928) Ltd., 58 Great Union Street, Hull HU9 1AJ, England. Telex: 527582. Phone: 051 708 0088.

0386-0390 Pulses, canned corn, prunes, nuts, raisins (Venezuela). Wants 500 bags (100 lb each) of green peas and 300 bags of yellow peas. Phytosanitary certificate of country of origin required; 200 boxes of sweet corn (24 - 16 oz cans); 3,000 cartons of 24 boxes seedless prunes net weight 8.82 oz; 100 cartons canned mixed nuts containing 24-12 oz. each, 1,500 container boxes of small packages. All except pulses must be registered with Ministry of Health. All products must be best quality. Quote CIF Maracaibo, Venezuela. Bank ref: Banco Agro Industrial-under name of Enrique Chang. Contact: Enrique Chang A., Importaciones Y. Representaciones Corscia, Apartado 1755, Maracaibo, Venezuela. Telex: 61211. Phone: (061) 518261 or 426350.

0391-0395 Canned ham, peanuts, popcorn, condensed milk, sardines (Venezuela). Wants to buy canned deviled ham, 1,000 boxes of big cans and 10,000 boxes net weight 64 g; canned peanuts, 100 cartons with 12 oz. cans and 300 cartons with cans less than 12 oz; canned popcorn, 200 boxes extra large golden of 24-10 oz. each; condensed milk, 3,000 boxes of 397 g each, 5,000 boxes of small cans labels in Spanish; sardines in oil, 5,000 cartons of 24-48 3 1/4 oz. cans. All products should be registered with Ministry of Health. Quote CIF Marcaibo, Venezuela. Bank ref: Banco Agro Industrial - under name of Enrique Chang. Contact: Enrique Chang A., Importaciones Y. Representaciones Corscia, Apartado 1755, Maracaibo, Venezuela. Telex: 61211. Phone: (061) 518261 or 426350.

0396-0399 Beef, corned beef, butter, eggs, broilers (Egypt). Interested in initial orders of $50,000 each of (a) frozen beef (hind quarters only), (b) corned beef, (c) butter (large blocks), (d) table eggs, (e) frozen broilers. The weight of each egg should be from 50-55 grams. Frozen meat should be in cartons. Eggs should be in containers. Quote CIF Alexandria. Bank ref: Chase National Bank in Alexandria. Contact: Soad Mohamed Ahmed Ewida, American Import and Export Co., 15, El Shame St. Moharrem Bey, Alexandria, Egypt. Telex: 54057, 54180. Cable: COMALX UN ATT: SOAD EWIDA. Phone: 35639.

0400 Low calorie foods (Israel). Interested in low calorie processed foods and beverages. Quantity to be determined after range of products and prices are known. Retail and institutional packs. No livestock products to be included. Quote FOB. Bank ref: Discount Bank, 11 Ben Yehuda Street, Jerusalem. Contact: Menashe Manor, Marze Morit Ltd., P. O. Box 1329, Jerusalem (3 Hamaapilim Street), Israel. Phone: 02-636742.

0401 Beef (Lebanon). Frozen boneless ox or steer beef as follows:(a) 50 mt of pistola (7 cuts); (b) 25 mt of top side; (c) 25 mt of thick flank; (d) 10 mt of eyeround; (e) 50 mt of trimmings 85 V.L.; (f) 5 mt of shin; (g) 10 mt of striploin,

and (h) 10 mt of veal sides of 40-50 kilos with bones. Highest quality - specify (product destined for distribution to retailers). Cartons of about 25 kilos. Soonest possible delivery - please specify. Quote C&F Beirut/Limassol/Piraeus in dollars/mt. Recommend use of telex or cable for communication. Bank ref: Banque Saradar S.A.L. Beirut; Banque Credit Populaire S.A.L. Beirut. Contact: Musbah Katerji, Ets. Katerji Freres, 14-5427 Beirut, Lebanon. Telex: PUBLIC 29156 LE (ATTN: M. Katerji). Cable: KATERMEAT, Beirut. Phone: 306-975.

0402-0404 Almonds, popcorn, black-eye beans, red kidneys (England). Interested in almonds, popcorn black-eye beans and dark red kidney beans, in 50 lb. cartons. Bank ref: Lloyds Bank Ltd., 44 Queensway, Colmore Circus, Birmingham B4 6BP. Contact: David Bullock, Frelex International Ltd., Regency House, 107 Hagley Road, Birmingham B16 8LA, England. Telex: 338437. Phone: 021-454-3691.

0405-0406 Orange, grapefruit (South Africa). Wants U.S. oranges and grapefruit, 2,000-5,000 cartons of 40 lb. each, Grade B, California count 138, in cartons. Delivery late December, January, February and March. Florida fruit must meet S.A. Standards. Boxes will be supplied to exporter by importer. Need to know shipping dates. Quotations: C&F and FOB. Bank ref: Standard Bank, Malvern, Johannesburg. Contact: J. S. Mitchison, Organematic, Bedford Centre, Box 75339, Gardenview 2047, South Africa. Telex: 89370. Phone: 011/616-6700

0407 Oilseeds (Finland). Wants to buy sesame seeds, unbleached, sunflower seeds and oil, mustard seeds. Fairly small quantities. Contact: Jukka A. Lundstroem, Staalarminkatu 1A36, SF-20810 Turku 81, Finland.

0408 Rice (Upper Volta). Agent for Upper Volta wants 8,000 tons of white, long grain rice, 25% breakage, for delivery port of Lome and transhipment to Ouagadougou, Delivery 3,000 tons before end of April, 1,000 tons June, 3,000 tons September, 2,000 tons December. Contact: M. Traore Mamadi, Buyer Agent, B.P. 1144, Ouagadougou, Upper Volta.

0409-0410 Canned meat, fish (Egypt). Wishes direct sale and agency arrangement for canned meat and canned fish. Requests catalogues, samples and price lists. Quote CIF Egyptian ports. Contact: Ali El Beblawi, Amko Techincal, Commercial Agents and Contractors-5A, Ahmad Shoukri Street, Cairo, Egypt. Phone: 52997.

0411 Soft drinks (United Arab Emirates). Interested in soft drinks and mineral water-bottled, canned. Contact: Ates Dikturk, Manager, Gulf Printing Systems, P. O. Box 266, Abu Shabi, United Arab Emirates.

0412-0413 Cookies, soft drinks (Saudi Arabia). Wants to buy cookies, crackers, pretzels, and canned soft drinks. The firm would like to submit its proposals with U.S. firms. For more and detailed information contact firm directly. Contact: Abdul Qayyum, President, United Saudi Trading Group, P. O. Box 1600, Riyadh, Saudi Arabia. Telex: 201965 USTG SJ. Phone: 65510. (Bank ref: Arab Bank, Riyadh).

0414 Confectionery, canned seafoods (Australia). Wants confectionery and canned fish and fish products. Contact: Gary Langer, Import-Export Company of Australia PTY Ltd., 14 Colbourne Street, Acacia Ridge. Qld. 4110, Australia. Phone: 277 3831.

0415 Lactose, lecithin, rosin (Korea). Wishes contact with U.S. firms supplying lactoses, edible; lecithin; rosin, tall oil; rosin, gum naval stores. Requests

products literature and C&F prices. Contact: Eung Hwang, Lee, President, Daeyang Industrial Corp., C. P. O. Box 6394, Seoul 100, Korea. Cable: BIGOCEAN, Seoul. Telex: K24322 DYCORP. Phone: 778-1511-4, 23-9105-9.

0416 Pets and Pet foods (Japan). Leading importers of pets, any kinds; pet supplies & food. Catalogs and quote CIF Kobe or FOB (for live pets), price list desired. Bank ref: Bank of Tokyo, Fukuoka Branch. Contact: Toyoharu Tasaka, President, Tasaka Pet Company, Ltd., c/o 1f, Tasaka Bldg., 2 Maizuru 2-chome, Chuo-Ku, Fukuoka 810, Japan. Telex: 0725382. Phone: 092-781-7604. CABLE: TASAKAPET.

0417-0418 Meat and bone meal, fish meal, dried milk (Philippines). Interested in exclusive agency for meat and bone meal, fish meal, and dry skim milk. Bank ref: Bank of America. Contact: John Sison, General Manager, Yohalo Commercial Inc., P. O. Box 2844, Manila, Philippines. Telex: 3474 YOHALO PN. Cable: YOHALO, Manila.

0419 Grocery line (Spain). Interested in a general line of canned fruits and vegetables, frozen fruits and vegetables, confectionery products, and bottled and canned soft drinks. Operates as an agency business trading with Arab countries. Quotations must be based on CIF Kuwait prices. Bank ref: Banco Atlantico, Madrid, Contact: Finco-Financiacion Y Comercializacion Hispano-Arabe Orense, 11, Madrid 20, Spain. Telex: 43932 FCHA-E. Phone: AREA 91 Local 4563607.

0420 Feedstuffs (Scotland). Seeks distributorship and license opportunity for feedstuffs for all livestock, including pet and specialty foods. Co. Ref: K&K Manufacturing Inc., Rogers, Minn. 55374. Bank ref: Bank of Scotland, The Cross, Cupar, Fife, Scotland. Contact: David Edwards, Managing Director, Fifarm Nurs-Ette Ltd., Cupar Muir, Cupar-Fife, Ky15 5SL, Scotland. Phone: (0334). Telex: 76160. Cable: NURS-ETTE, Cupar.

0421 Canned foods (Egypt). Interested in canned foods, various types. Contact: Hussein M. Abdallah, Import-Export Agencies, Attallah Bldg. El Geich St. & Tarh El Bahr St., P. O. Box 665 Port Said, Egypt. Phone: 8507 or 2752 PORT SAID. Telex: 54260 PORT SAID.

0422 Feed supplements (Netherlands). Wants to buy vitamin and mineral pellets for feeding horses and dogs. Quote FOB. Bank ref: Rabo Bank, Dinxperlo. Contact: E. A. Boss, Emabo Pharmacy, Aaldersbeeklaan 125, 7091 EE Dinxperlo, Netherlands. Telex: 45691. Phone: 08355/1179.

0423 Dried milk (Pakistan). Wants to buy $50,000 worth of milk powder, full cream. Requests C&F Karachi quotes against Letter of Credit. Contact: A. Rehman, Partner, A. Rehman and Company, 6, Gulshan Terrace, M. A. Jinnah Road, P. O. Box 419-A, Karachi, Pakistan. Cable: SADABAHARA, Karachi. Phone: 215996, 217742.

0424-0425 Soft drinks, cookies (Mali). Seeks to establish contact with U.S. soft drink beer and cookie/biscuit distributors for purpose of importing and distributing brands in Mali. All correspondence should be in French. Cookies and biscuits should be dry, sweet types in cellophane packages. Contact: Comptoir Commercial De Distribution (Cocodis), B. P. 2015, Bamako, Mali. Telex: SOCOPAO, c/o Salif Samake (Bamako), Mali.

0426 Fruit juices (France). Interested in bottled fruit juices. Firm is importer, agent and distributor of food products and beverages. Bank ref: Credit Agricole, 77400 Lagny Sur Marne. Contact: G. Petit, D. P. Agence Commerciale, 7 Rue Decres, 75015 Paris, France. Telex: 250827 CODE 156. Phone: 543-4271.

0427-0428 Rice, wheat flour (Nigeria). Interested in (1) rice, long grain, parboiled, type 2-3, monthly or bi-monthly deliveries beginning May, any Nigerian port, 10,000-20,000 tons per month in CWT bags, price quote FOB and C&F: (2) wheat flour, both Spring and Winter wheat flours, 5,000-10,000 tons per month beginning May, CWT bags, delivery any Nigerian port, prices FOB and C&F: (3) Fertilizer, phosphorous and nitrogen, 100,000 tons each, request details of composition and FOB, C&F prices for delivery beginning May. Contact: Dr. Ola Baderinwa, P. O. Box 7995, Lagos, Nigeria. Phone: 84-81-88.

Foreign Trade Developments

International Food, Wine and Kitchen Exhibitions 1979. U.K. food and wine exhibits will be held in Leicester, April 23-28, Harrogate, June 25-30, and Bristol, October 15-20. For details write to Antenas Limited, 55 West Street, Marlow, Bucks, England SL7 3BS.

World Dairy Expo - 1979. The 13th Annual World Dairy Expo will be held in Madison, Wisconsin, October 3-7, 1979. This international dairy trade show offers for viewing and purchase the finest in U.S. dairy animals and equipment. Last year 50,000 people from 45 countries attended the five days of exhibitions, tours, and meetings in America's dairyland. For more information, contact Robert Thayer, Wisconsin Department of Agriculture, Trade and Consumer Protection P. O. Box 8911, Madison, Wisconsin 53708, USA. Telex: 910-221-5686.

Japanese metric labeling requirements. The Japanese Livestock Industry Promotion Corporation (LIPC) has advised that the previously announced April 1 effective date for metric weight labeling requirements on beef shipments to Japan will be delayed to July 1. Furthermore, these requirements will apply only to beef shipments purchased by the LIPC--they will not apply to beef in consumer sized packages and shipments to processors and manufacturers unless such beef is purchased by the LIPC for resale to them. Although the conversion rate from pounds to metric has not been definitely determined, the LIPC has indicated it will use the five decimal rate of 0.45359 kg per pound.

French meat trade regulations. The Government of France (GOF) is currently drafting a new French language labeling regulation for beef brains. The new regulation will certainly require French language labeling but exact form and placement of the label have not yet been revealed. Meanwhile, the Ministry of Agriculture has stated that U.S. shipments will not be held up at border points for lack of French language labeling.

Small Business Export and Investment Conferences. The U.S. Department of Commerce, Export-Import Bank, Overseas Private Investment Corporation, and Small Business Administration are jointly sponsoring a series of Small Business Export and Investment Conferences throughout the United States. These conferences are being held to acquaint the small business community with the growth opportunity offered by exporting and foreign investment. Additional information regarding these programs is available from --Ms. Patricia W. Czerwonky, U.S.

Small Business Administration, 1441 L Street, N. W., Room 607, Washington, D. C. 20416. Telephone: (202) 653-6543.

New Publications:

U.S. Seed Export, Quantity, Value, and Destination, July-December and December, 1977/78 and 1978/79 Marketing Years, FFVS 1-79, February 1979.

Northern Hemisphere Citrus Production Down in 1978/79, FCF 1-79, February 1979.

World Soybean Production and Trade To Set New Records in 1978/79, FOP 2-79, January 1979.

World Grain Situation Outlook for 1978/79, FG 3-79, January 26, 1979.

CORRECTION ------The contact for the May 8-19 World Wine Expo 79, listed in the January 26 Export Briefs, should have been the following instead of John M. Boles, Boles and Company. Contact: Miss Irene Goh, World Wine Expo, c/o Academic Associates, Unit 222, 2nd Floor, Pearls Centre, Eu Tang Sen Street, Singapore 1. Phone: 2222096.

REMINDER: Exhibits -- Amsterdam and Paris. Commercial firms are invited to participate in two FAS sponsored exhibits in Europe this Spring. The first will be held at The Crest Hotel in Amsterdam, May 30-31, 1979, with the second being staged at The Paris Sheraton Hotel, June 5-6. Both of these markets hold excellent opportunities for U.S. exporters of processed food items. The participation fee is $200 for either exhibit, or $300 for participation in both. Participants will be required to have a representative present. For further information, Contact: Theodore Horoschak, Project Leader, Export Trade Services Division, Foreign Agricultural Service, U.S. Department of Agriculture, Washington, D. C. 20250, USA. Telephone: (202) 447-3031.

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